



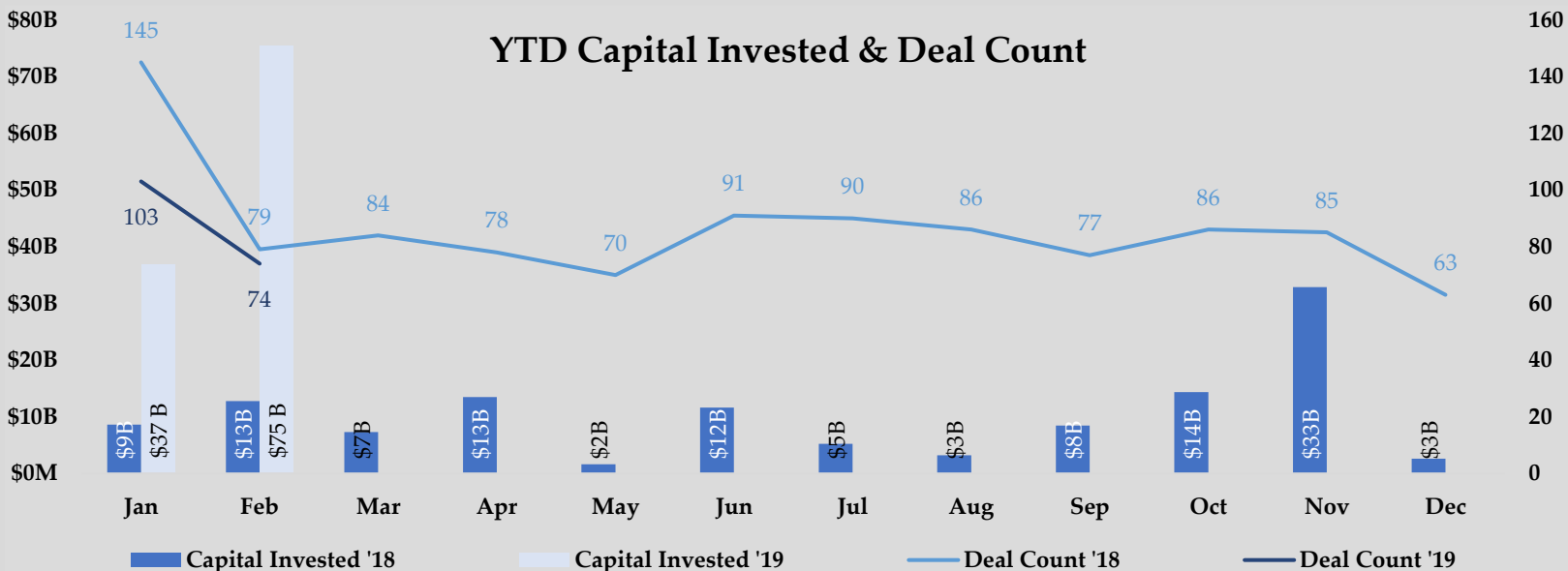
Southeast M&A Update

2019 February

Notable Trends in February 2019

For the second month in a row, February saw a decrease in deal activity but an increase in both invested capital and median deal size when compared to the prior year. The number of completed deals, when compared to February of 2018, drop 6.3%, going from 79 to 74. On the other hand, median deal size saw an 81.8%

increase, and invested capital saw an even larger increase of 476.9%. Median deal size went from \$33 million in 2018 to \$60 million in 2019, and invested capital jumped from \$13 billion to \$75 billion. The \$75 billion worth of invested capital is the largest single-month amount in the past 10 years. 88% of the \$75 billion of invested capital can



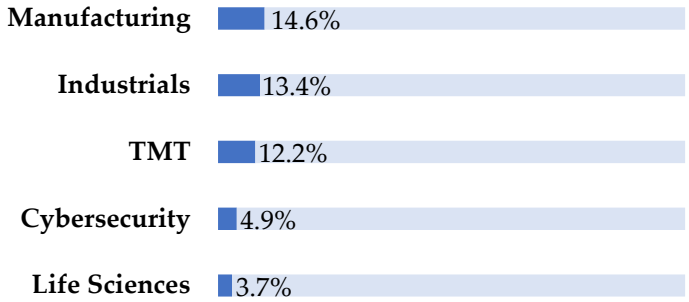
be attributed to the Branch Banking and Trust (BB&T) acquisition of SunTrust Bank for \$66 billion.

When looking at the trailing three-month average, deal count and median deal size for February decreased by 11.6% and 32.2%, respectively. Unsurprisingly, invested capital increased by 213.1%, again mainly due to the BB&T/SunTrust merger. If the BB&T/SunTrust merger is removed, invested capital decreases by 61%.

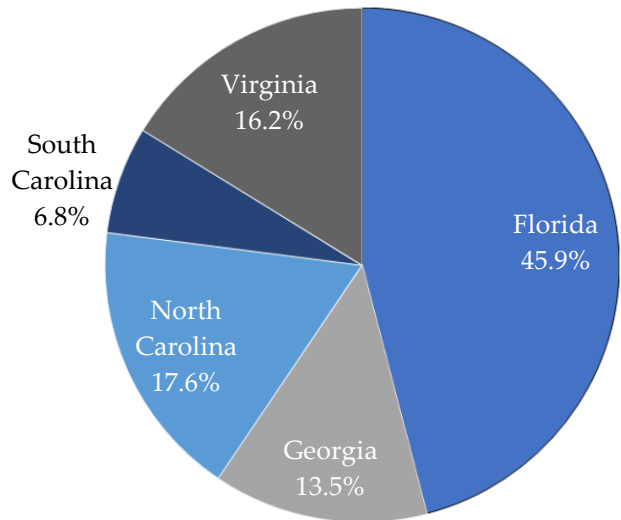
The top 3 most active verticals in the month of February were Manufacturing, Industrials, and Technology, Media and Telecommunications (TMT) for 14.6%, 13.4%, and 12.2% of all M&A deals completed in the Southeast region, respectively.

Florida at 34 completed deals, North Carolina at 13 completed deals, and Virginia at 12 completed deals were the most active states in the Southeast in the month of February.

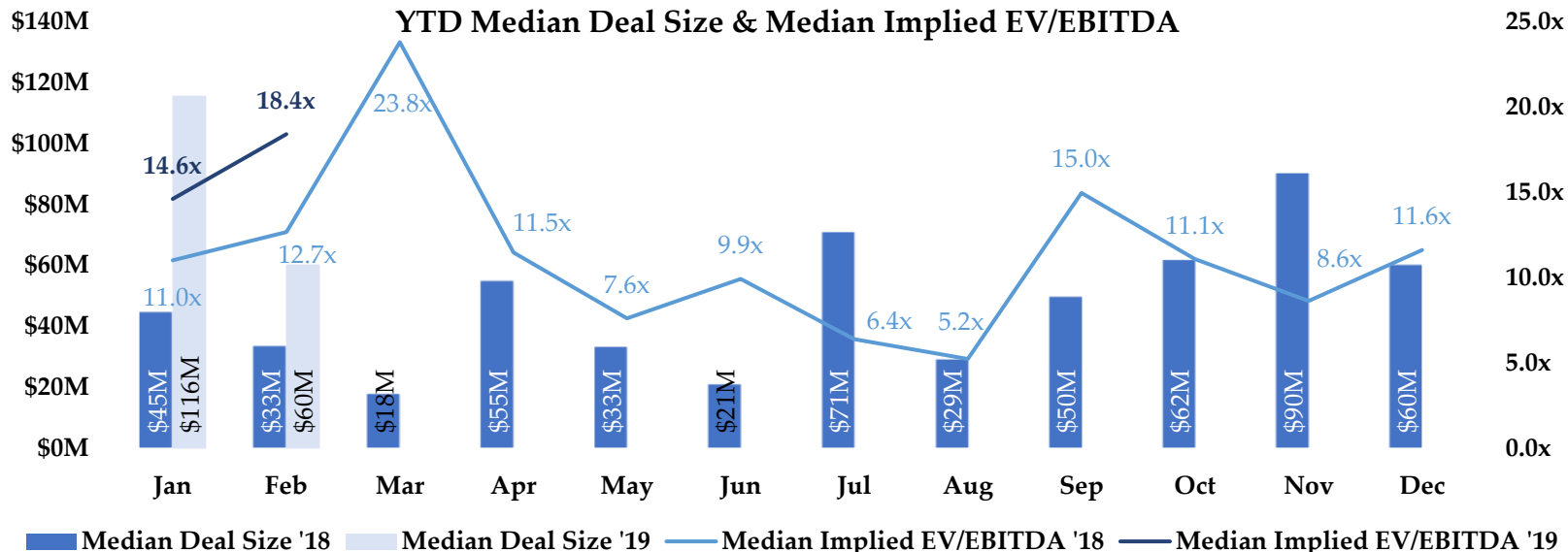
Top 5 Associated Verticals



Deal Count Percentage by State



YTD Median Deal Size & Median Implied EV/EBITDA



Selected Southeast Transactions

Deal Date	Buyer/Investors	Target/Issuer	Company State	Primary Industry	Deal Size (M)
2/7/2019	Branch Banking and Trust	SunTrust Banks	Georgia	National Banks	66,000.00
2/1/2019	UPL	Arysta LifeScience	North Carolina	Agricultural Chemicals	4,200.00
2/11/2019	Greif	Caraustar Industries	Georgia	Paper/Soft Products	1,800.00
2/1/2019	HCA Management Services	Mission Healthcare Foundation	North Carolina	Hospitals/Inpatient Services	1,500.00
2/1/2019	Union Bankshares	Access National Bank	Virginia	International Banks	610.00
2/11/2019	GB Group	IDology	Georgia	Social/Platform Software	300.00
2/20/2019	Zix	AppRiver	Florida	Network Management Software	275.00
2/28/2019	Tyler Technologies	MicroPact	Virginia	Business/Productivity Software	195.00
2/25/2019	Huntington Ingalls Industries	Fulcrum	Virginia	Systems and Information Management	193.00
2/12/2019	Pentair	Pelican Water Systems	Florida	Household Appliances	120.00
2/28/2019	Kratos Defense & Security Solutions	Florida Turbine Technologies	Florida	Aerospace and Defense	60.00
2/21/2019	Prosegur Compañía de Seguridad	Command Security	Virginia	Security Services (B2B)	29.80
2/1/2019	Asahi Refining USA	Republic Metals	Florida	Precious Metals and Minerals Mining	25.50
2/28/2019	Construction Partners	Construction Partners	Florida	Raw Materials (Non-Wood)	19.00
2/25/2019	Youngevity International	Khrysos Global	Florida	Discovery Tools (Healthcare)	16.00
2/13/2019	Genexine, SCM Lifescience	Argos Therapeutics	North Carolina	Biotechnology	11.14
2/18/2019	TFI International	BeavEx	Georgia	Logistics	7.20
2/28/2019	Savaria	Florida Lifts	Florida	Electrical Equipment	5.60
2/4/2019	RumbleOn	AutoSport-USA	Florida	Automotive	3.74
2/1/2019	Captain's Choice Marine	Ray Clepper	South Carolina	Marine	0.31
2/1/2019	Aljure Insurance Agency	All USA Insurance	Florida	Other Insurance	
2/1/2019	Marsh & McLennan Agency	Bouchard Insurance	Florida	Automotive Insurance	
2/1/2019	RedEye Coffee	Catalina Cafe	Florida	Restaurants and Bars	
2/14/2019	AcquireTek	Clear IT Architecture	Georgia	Other IT Services	
2/12/2019	Andrews R S Enterprises	Covert Aire	South Carolina	Building Products	

Transactions Highlights

SunTrust Banks (Georgia)

The company (NYSE: STI) reached a definitive agreement to be acquired by BB&T for \$66 billion on February 7, 2019. The combined company will operate under a new name and have around \$442 billion in assets, \$301 billion in loans and \$324 billion in deposits. The companies called it a merger of equals, valued at \$66 billion. BB&T shareholders will own 57% of the company and SunTrust will own the rest. The deal is expected to close in the late third quarter or early fourth quarter.



Arysta LifeScience



Arysta LifeScience (North Carolina)

The company, a manufacturer and distributor of agrochemicals in United States and a subsidiary of Platform Specialty Products (NYSE: PAH), was acquired by UPL (NSE: UPL) for \$4.2 billion on February 1, 2019. The acquisition will give UPL access to a variety of patented products through collaborations and partnerships as well as enhanced in-house R&D capabilities.

Caraustar Industries (Georgia)

The company was acquired by Greif (NYSE: GEF) for \$1.8 billion on February 11, 2019. Greif financed the \$1.8 billion all-cash acquisition from the proceeds of the issuance of \$500.0 million of new senior unsecured notes and from refinancing its secured credit facilities and new term loans in the principal amount of \$1,675.0 million. As part of the transaction, Greif will redeem its \$250.0 million of 7.75 percent senior unsecured notes due August 2019.



Mission Healthcare Foundation

(North Carolina)

The company was acquired by HCA Management Services (NYSE: HCA) for \$1.5 billion on February 01, 2019. HCA would pay \$430 million over five years to cover capital expenditure for the completion of the Mission Hospital for Advanced Medicine, building a replacement hospital for Angel Medical Center and a new behavioral health hospital.

Access National Bank (Virginia)

The company was acquired by Union Bankshares (NAS: UBSH), a subsidiary of Keycorp, for \$610 million on February 1, 2019. The combination with Access delivers on the acquirer's stated priorities for this year as well as its market expansion goals in Northern Virginia.

